From:	ehud barak <ehbarak1@gmail.com>
To:	Nimrod Priell <Nimrod.priell@gmail.com>
CC:	
Date:	Mon, 9/16/2013 3:39:10 PM
Subject:	Fwd: Pavel

Pl see a slightly softened version of your email
which I forwarded to GF yesterday
EB

Sent from my iPad

Begin forwarded message:

> **From:** ehud barak <ehbarak1@gmail.com>
> **Date:** 15 21:06:27 2013 בספטמבר GMT+03:00
> **To:** Fegel Gary <gary@fegel.com>
> **Subject: Fwd: Pavel**
>
> Hi Gary
> Pl call me after reading this. EB
>
> Sent from my iPhone
>
> Begin forwarded message:
>
> > **From:** Nimrod Priell <nimrod.priell@gmail.com>
> > **Date:** September 15, 2013, 12:31:08 GMT+03:00
> > **To:** ehud barak <ehbarak1@gmail.com>
> > **Subject: Pavel**
> >
> > Hey,
> >
> > Just spoke to Pavel. The only concern he raised is that he wants to keep the other investors in the picture, and that he has an agreement with them to ask for their permission on adding any other investor to the round. So you may (I hope not) have to talk to their other lead investor, Prof. Ehud Weinstein.
> >
> > I said how your & Gary's network is synergetic and fruitful to his specific product, and that you are not limited like VCs/suffer conflict of interests in many respects. (I was very gentle).
> >
> > He will send you & Gary the presentation + the term sheet they currently have. The term sheet has their valuation, what the other investors are willing to do, and many technical points like priority shares. You can try to feel out which points are painful for him and see if we can relax the terms on these points so that he prefers you.

He also suggested enlarging the round. Usually this means he will also increase his valuation, because he doesn't want to give more of the company, and this is very good because it might throw others out. It will make it more expensive for you too, though, if he goes to 2/6 for example instead of 1.5/4.25.

He will not close the round without you- he'll let us know of the schedule and you will have a chance to speak (at your + Gary's schedule. if you can, let me know) again deeper about finances, their roadmap, time-to-market, etc etc.

Best,
Nimrod